

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 IO-13 ISO-00 STRE-00 AGRE-00 CEA-01
CIAE-00 COME-00 DODE-00 FRB-03 H-01 INR-10 INT-05
L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05
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INFO AMEMBASSY BRUSSELS

C O N F I D E N T I A L GENEVA 08389

USMTN

USEEC
PASS STR ELECTRONICALLY FOR AMBASSADOR STRAUSS FROM
AMBASSADOR MCDONALD

PASS USDA FOR SECRETARY BERGLAND

E.O. 11652: GDS
TAGS: ETRD, MTN, EAGR
SUBJECT: U.S. AIMS IN LONDON GRAINS TALKS

1. THE STAGE IS WELL SET FOR THE LONDON GRAINS TALKS THAT
BEGIN NEXT WEEK TO COME OUT WITH SUCCESSFUL AGREEMENTS ON
WHEAT AND COARSE GRAINS READY FOR INCORPORATION INTO THE
TOKYO ROUND NEGOTIATIONS. BASED ON OUR BILATERAL DIS-
CUSSIONS WITH THE EC ON MAY 30-31 IN GENEVA, THE GENERAL
UNDERSTANDINGS DEVELOPED IN OUR WASHINGTON BILATERALS OF
APRIL 18 AND 19 STILL FORM THE BASIS FOR A DEAL.

2. THE INSTRUCTIONS (SEPTTEL STATE 08445 DATED APRIL 28,
1978) PROVIDE OUR NEGOTIATORS WITH AMPLE DIRECTION AND
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LATITUDE. MOREOVER, BASED ON OUR DISCUSSIONS IN GENEVA
WITH THE CANADIANS, AUSTRALIANS, JAPANESE, ARGENTINES AND
WITH SWISS AMBASSADOR DUNKEL, THE GRAINS CONFERENCE CHAIR-
MAN, THE ELEMENTS WORKED OUT BETWEEN THE U.S. AND THE EC
CAN BE EXTENDED MULTILATERALLY TO PUT TOGETHER AN AGREE-
MENT IN LONDON AMONG THE 16 MAJOR IMPORTING AND EXPORTING
COUNTRIES IF THE U.S. WILLS THIS TO BE DONE, THEREBY

LEAVING ONLY AS A FORMALITY THE OFFICIAL APPROVAL OF THE RESULTS IN THE SEPTEMBER CONFERENCE.

3. IF DRAFT TEXTS CAN BE AGREED IN LONDON, THESE CAN THEN BE TAKEN UP BY THE GRAINS GROUP IN GENEVA AND INCORPORATED INTO AN OVERALL MTN AGRICULTURAL PACKAGE IN JULY.

4. OUR LONDON NEGOTIATORS WILL NEED SOLID AND CONSISTENT CABINET-LEVEL SUPPORT TO CARRY OFF THIS NEGOTIATION SUCCESSFULLY IN CLOSE LIAISON WITH THE EC. SINCE IT IS ONLY PART OF AN OVERALL AGRICULTURAL PACKAGE, IT WILL NOT BE FULLY SELF-BALANCING FROM THE U.S. POINT OF VIEW, PARTICULARLY FROM A POLITICAL PERSPECTIVE. THEREFORE, THE RESULTS NEED TO BE CONDITIONAL, AS ALL OTHER ELEMENTS OF THE AGRICULTURAL PACKAGE ARE, UPON ADEQUATE BALANCE BEING OBTAINED BY THE UNITED STATES THROUGH ITS SPECIFIC REQUESTS ON ACCESS FOR A BROAD BASE OF AGRICULTURAL PRODUCTS. RECOGNIZING THIS LINKAGE, OUR NEGOTIATORS NEED SUPPORT TO PRODUCE THE BEST GRAINS AGREEMENTS POSSIBLE WITHOUT PERSONAL RESPONSIBILITY FOR FINAL OVERALL MTN BALANCE.

5. THE IMPORTANCE OF A TIMELY AND SUCCESSFUL END RESULT IN LONDON CANNOT BE OVER-EMPHASIZED. GUNDELACH STATED IN WASHINGTON IN JANUARY THAT THE EC COULD ONLY CONSIDER ACCEDING TO SOME OF OUR REQUESTS IF THEY HAD OBTAINED SOME ASSURANCES OF STABILIZATION THROUGH WORKING OUT A CONFIDENTIAL

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SERIES OF COMMODITY ARRANGEMENTS. I BELIEVE BOTH OF YOU UNDERSTOOD AND ACCEPTED THIS APPROACH. THEREFORE, IN ADDITION TO THE ADVANTAGES THEY PROVIDE IN THEMSELVES, THE COMMODITY AGREEMENTS ARE CRITICALLY IMPORTANT TO US AS A PART OF A TOTAL DEAL SINCE ON A PRODUCT-BY-PRODUCT BASIS THE U.S. HAS NO HOPE TO MATCH WITH AGRICULTURAL CONCESSIONS THE MINIMUM LEVEL OF IMPROVEMENT REQUESTS NEEDED BY US FOR A SUCCESSFUL AGRICULTURAL RESULT.

6. THEREFORE, I URGE YOU TO PROVIDE THE AUTHORITY AND SUPPORT FOR OUR NEGOTIATING TEAM IN LONDON THAT WILL PRODUCE A DEAL ON GRAINS, LEAVING FOR YOU THE FINAL DECISION ON OVERALL AGRICULTURAL BALANCE AND ULTIMATE SIGNATURE. MCDONALD

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